



**ATTORNEY GENERAL OF TEXAS**  
**GREG ABBOTT**

Agency 302

**FY 2013 Supplemental Letter to the Annual HUB Report**

The Office of the Attorney General (OAG) is committed to making a good faith effort to increase economic opportunities for Historically Underutilized Businesses (HUBs). The OAG made the following good faith efforts during FY13:

***Outreach***

- The agency held a HUB vendor forum December 10, 2012 with a networking "mixer" after the formal presentation
- Participated in 7 HUB vendor forum events, including two where OAG HUB materials were made available through other agencies who were attending the out of town events
- Awarded \$35,495.48 at the "Doing Business Texas Style" Spot Bid fair held in conjunction with ACCESS 2013
- Maintained sponsorship of 8 Mentor-Protégé teams assisting them increasing their capacity to do business with the state

***HUB Subcontracting reported to the Agency***

- \$5,221,952 in HUB subcontracting during FY13, 42.16% of the agency's total HUB spend
- \$562,178 in HUB subcontracting under the Non-reportable object codes
- \$132,232 in second tier HUB subcontracting
- \$552,335 in Non-HUB subcontracting

***HUB Certification***

- Assisted 31 vendors with state HUB certification and re-certification, working with Prime contractors for further assistance when needed
- Provided one-on-one assistance to vendors in targeting their goods and services to the appropriate state agencies

***In-Reach***

- Presented the FY12 HUB report results to the Executive Management team prior to the 83rd Legislative session
- Coordinated seven HUB vendor presentations with agency procurement personnel
- Presented HUB program highlights during the Procurement division's "Open House" and Fiscal Year-End training programs
- Created a "HUB 101" training for new purchasing staff

***HUB Goal Attainment***

- **Special Trades;** Leasehold improvement decisions are made by the Texas Facilities Commission in conjunction with the landlord; HUB utilization was 1.67% compared to our agency HUB goal of 0%
- **Professional Services;** HUB utilization was 100% due to an auditing engagement of grant recipients
- **Other Services;** HUB utilization was 20.7% which exceeded the agency HUB goal of 9.75% by 10.95%
- **Commodities;** HUB utilization was 38.3% exceeded the agency set HUB goal of 35.7% by 2.6%
- The OAG met and exceeded all of the HUB goals in each Procurement category

The OAG will continue to solicit business and contracting opportunities in an open and competitive environment to further promote the HUB program.

Mindy Sue Cohen  
OAG HUB Coordinator  
512-475-4411  
[mindy.cohen@texasattorneygeneral.gov](mailto:mindy.cohen@texasattorneygeneral.gov)